



TECHNICAL SKILLS & ABILITIES

BD/Capture/Proposal Management: *Creating Dynamic Business Opportunities*

- Disciplined capture management approach to identify new opportunities, brief corporate Leadership to gain buy-in, build tailored capabilities (within company and with teammates), write whitepapers describing potential solutions to client problems, and lead proposal efforts resulting in winning submissions.
- Utilize a disciplined Business Development strategy:
 - BD framework: guides the company's decision-making in regards to what we want to pursue, what not to pursue against which future decisions regarding time and resources will be evaluated;
 - Opportunity decision gates: ensures efficient use of the company's resources as the opportunities pass through the following stages: Plan, Identify, Pursue, and Submit;
 - Capture scorecard: accurate calculation of PWIN based on rating these categories: Customer, Competition, Personnel. Teaming, Pricing, Capture, Readiness, Fit to ensure we are targeting the most likely-to-win opportunities
 - Revenue projection: accurate revenue generation based on PWIN, work share, and actual contract funding
- 10 year track record of identifying, capture planning, strategizing and winning Federal Government contracts for 2 major US federal contracting companies (4 Major ID/IQ wins totally over \$1B and several Task Orders totalling \$500M); Won URS Pyramid Award in 2013 for Innovation and Excellence in Business Development
- Experienced Proposal Manager and Technical Writer. Since 2005 has personally written high quality content (including graphics) for: white papers; RFI responses; proposals' Evaluation Notice responses; 'Orals' presentations; and websites. In my role as Proposal Manager at URS I was responsible for coordinating AND writing content for proposal volumes (Management, Technical, Past Performance, and Cost/BOE). My strength lies in the fact that I can concisely write, within page limits, insightful/substantive content incorporating relevant: corporate best practices; past performance; and innovative approaches

Systems/Software Development: *Developing Innovative Capabilities*

- 20 years' experience successfully designing, developing, and deploying complex global information systems for Federal and Municipal agencies (10 years internationally)
- Extensive experience in all phases of System/Software Development Lifecycle for international, multi-disciplinary, cross-agency, projects as a Senior Systems/Software Developer/Architect (Microsoft Visual Studio Platform)
- Led the design, development, and implementation of USG Global bio-Surveillance systems throughout Russia/FSU (7 countries), winning a USG Sole Source Contract worth over \$100M and employing 90+ FTEs currently.
- Inventor (with provisional patent) of the URS DetectIT Mobile BioDetector: Field Deployable Solution for Rapidly Detecting Infectious Agents and Transmitting Standardized (HL7) Results in Real-Time
- Globalized/Localized Product Design & Development
- Software Development Technical Solutions & Best Practices: Rational Unified Process (RUP), Microsoft Solutions Framework (MSF), MIL / IEEE System Dev. Standards
- Customer/End-User Needs & Business Process Analysis
- Product Features Requirements Definition: driving shared project vision/scope between stakeholders, end-users, and software development team
- System/Software Design & Database Modeling, Prototyping, Reqs/Design Refinement, & Software Demos
- Product/System Testing and QC/QA (Jazz, Seapine)
- Product/System Change Management
- Software Development: MS Visual Studio .NET platform, distributed/replicated database systems, mobile, web, barcode/RFID, GIS, Crystal Reports
- Product/System Documentation: Stakeholder Requests, Vision Docs, System/Software Req. Specs., System/Software Design Descr., System/Software Test Plans, Acceptance Test Plans, User Documentation, SOPs, Deployment Guides Software Deployment/Installation: Creation of Installation packages & Manuals (InstallShield)
- Product/System Training (including creation of complete training modules & related materials)
- Product Support Management: Service Level Agreements, Hardware/Software/End-User Technical Support, Helpline, Problem Resolution & Tracking
- Local/Wide Area Networks: Design, Procurement, Installation, Support (Microsoft platform)
- Barcode/RFID Systems: Custom design, programming, installation, training, and support of data entry and tracking systems. Installation base includes: International Government agencies, States, Medical, Legal, Accounting, and Hospitals
- Geographic Information System (GIS): international experience with world mapping solutions integrated into business applications (ESRI arcGIS, mapObjects)
- Internet/Website Design, Development & Promotion
- Graphic Design/Marketing: High-end corporate and business graphics and presentations. Proposals, Whitepapers, Brochures, Presentations, CD-ROMs

Program/Project Management
Implementing Effective Solutions

- Excellent ability to manage multi-country, multi-language programs comprised of remote teams collaboratively developing, implementing, and supporting technical solutions for foreign governments, ministries, & NGOs
- Created, and managed a Quality Management System for URS -145 standardized Project Execution Procedures (PXPs); adapted for International projects w/ translation into local language
- Experienced Project Manager consistently executing contracts under budget, ahead of schedule, with extra benefits to valued customers (300+ satisfied customers, budgets up to \$5 Million)
- Highly skilled at development, monitoring & control of Standardized Implementation & Work Execution Plans for rapidly & cost-effectively deploying technical capabilities
- Liaison with stakeholders, system development, technical services and operational areas at a senior level during the course of the implementation cycle
- Possess strong analytical skills which enable anticipation of potential risks & problem areas in advance in order to create proactive, long-term solutions that work.
- Procurement & Logistics: Computer Hardware & software specifications, vendor relationships, shipping/receiving, inventory control/management
- Proficient with ERP/Financial Records/Accounting: budgets, profit/loss, cash flow, revenue/expenses, client billing/invoicing, receivables, etc.
- Sub-Contract negotiations and execution
- Human Resources Management: hiring/personnel selection, professional development/mentoring, supervising, and reviewing
- Logistics Management for project teams

Leadership & Strategic Visioning
Building Capacity and Creating Growth

- Core Values: Integrity, Quality, Productivity, Reliability, Commitment - Bold, Decisive, Flexible, Supportive, & Faithful
- Strategic thinker with proven capacity to think broadly and strategically about an industry and then apply it to the company; cross-divisional champion who creates synergetic solutions which meet the needs of key clients
- Utilize a Servant Leadership Model: creating and developing encouraging, supportive, respectful, equality-based, participatory, joyful, motivating environments for teams
- Actively engage in team competency building: resource mentoring & technical capability building
- Deliver High-Impact Presentations which engage, enthuse, and motivate audiences in multiple languages simultaneously; communicating complex concepts in accessible terms
- Possess an intuitive grasp of personal & cultural nuances vital to building long-term, trust-based relationships with senior decision makers within foreign government ministries & NGOs
- Effective leader of Collaborative Strategic/Business Planning Sessions aligning the corporate/program mission, vision, values & goals
- Management Consulting: assessing current business processes/needs & developing long-term, scalable solutions - bridging the gap between people, business, & technology
- Adept at performing complex Risk Assessments throughout the lifecycle of Businesses, Programs, & Projects - proactively implementing long-term solutions which produce growth

